

二〇〇一年

年度
报告

2001 ANNUAL REPORT

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集团四大理念

满足用户需求 提高创新能力

集成全球资源 崇尚人力管理

公司二〇〇一年经营方针

加强服务 规范运作 着力创新 应对挑战

公司二〇〇二年经营方针

及时调整 着力创新 再造优势 促进发展

SAIC SAIC SAIC



上海汽车集团财务有限责任公司

上海汽车集团财务有限责任公司（简称上汽集团财务公司）是1994年5月经中国人民银行批准成立的非银行金融机构，是由上海汽车工业（集团）总公司、上海汽车工业股份公司和上海汽车工业销售总公司分别投资55.78%、40.00%及4.22%组建的有限责任公司，是实行自主经营、自负盈亏、具有独立法人地位的经济实体。公司注册资本金为人民币10亿元（含1000万美元）。现任董事长胡茂元，总经理朱根林。

公司实行董事会领导下的总经理负责制，设总经理办公室、人事教育部、计划财务部、稽核审计部、风险管理部、信贷业务部、外汇业务部、证券业务部、会计结算部、投资银行部和电脑管理部。现有在编员工93人（从业人员116人），其中35岁以下的员工占58%，具有大专以上学历的员工占63%。

公司本外币业务经营范围：吸收成员单位三个月以上定期存款；发行财务公司债券；同业拆借；对成员单位办理贷款及融资租赁；办理成员单位产品的消费信贷、买方信贷及融资租赁；办理成员单位商业汇票的承兑及贴现；办理成员单位的委托贷款及委托投资；有价证券、金融机构股权及成员单位股权投资；承销成员单位的企业债券；对成员单位办理财务顾问、信用鉴证及其他咨询代理业务；对成员单位提供担保；境外外汇借款；办理成员单位之间内部转帐结算业务；以及经中国人民银行批准的其他金融业务，经国家外汇管理局批准的其他外汇金融业务。

2001年，公司积极实施用户满意工程，全面提升金融服务质量。扩大电子实时汇兑结算网络至18个外地分销点，进一步加速了异地销售资金的回笼，使经过财务公司的日均资金结算量从年初13亿元增加到近15亿元，占集团资金总结算量的91%；拓展上海地区买方信贷，积极筹备个人购车消费信贷，并因地制宜探索和 design 不同形式的担保方案，为集团各类企业和项目提供资金贷款；联合其他金融机构，共同开拓国际结算业务，开发远期结售汇、外汇结构性存款、出口贸易融资等外汇业务新品；运用先进的金融技术手段，继续提供投资理财咨询服务，牵头重组通用贷款银团再降其融资成本，并签约担任七家集团企业的常年财务顾问；加快金融电子化建设，完成计算机第二期软件系统改造，向更多企业开放了远程登陆查询服务；健全客户经理制，推广上门服务，开通金融咨询服务热线，及时满足集团企业的金融服务需求。同时，加强资金运作，提高资金收益；完善规章制度，强化内控管理；深化激励机制，培养引进人才；营建企业文化，建设文明单位，进而促使财务公司面目焕然一新，经营管理业绩蒸蒸日上。

2001年，经广大员工不懈努力，排除困难，公司各项工作均取得了显著成效，全年实现利润2.07亿元，年末资产总额达192亿元，各项经济业务指标在全国同行间继续名列前茅，并首次荣获上海市文明单位的荣誉称号，连续三年被集团总公司评为A级企业，取得了物质文明和精神文明双丰收的好成绩。



胡茂元

上海汽车集团财务有限责任公司 董事长

高级经济师

Mr. Hu Maoyuan

Chairman of the Board Of Directors

Senior Economist



陈 忠 德

上海汽车集团财务有限责任公司 监事长

高级经济师

Mr. Chen Zhongde

Chief Supervisor,

Senior Economist

Established in May 1994, holding an independent legal entity status, Shanghai Automotive Group Finance Co., Ltd. (hereinafter referred to as SAICFC or the Company) is a non-bank financial institution approved by the People's Bank of China (hereinafter referred to as PBOC). Its registered capital achieved one billion RMB (including USD 10 million) and was jointly shared by Shanghai Automotive Industry Corporation (Group) (SAIC) (55.78%), and Shanghai Automotive Co., Ltd. (40%), Shanghai Automotive Sales Corporation (4.22%). Mr. Hu Maoyuan is the Chairman of the Board of Directors and Mr. Zhu Genlin is the General Manager.

The General Manager of the Company is responsible for the Board of Directors. The organization of the Company consists of the following departments: GM Office, Human Resources, Treasury, Auditing, Risk Management, Credit, International Business, Securities, Settlement, Investment Banking and IT. There are 116 employees of which 93 are in the payroll. About 58% of the employees are under the age of 35 and 63% of the employees have college or higher academic degrees.

The business scope of the Company in both local currency and foreign currency includes: taking 3-month and/or long-term deposit from SAIC subsidiaries (Group Members); Issuing finance company bonds; inter-bank borrowing; providing loans and financial leasing for Group Members; providing consumer credit, buyer's credit and financial leasing for Group Members' products; accepting and discounting commercial bills for Group Members; offering entrusted loans and investment service for Group Members; investing in securities, shares in financial institutions and/or Group Members; underwriting corporate bonds issued by Group Members; providing financial advisor service, credit investigation and consultancy services for Group Members; providing guarantee for Group Members; off-shore borrowings; providing internal settlement services amongst Group Members; and other financial services in local currency and foreign currency approved by PBOC and the State Administration of Foreign Exchange.

In the year 2001, SAICFC was upgrading its quality service in all aspects by actively launching the Customer Satisfaction Program. Electronic real-time transfer network was expanded to 18 distribu-

tion stations outside the city, which speeded up inter-city sales revenue turnover dramatically, and consequently enabled daily settlement volume from RMB 1.3 billion at the year beginning to RMB 1.5 billion which accounted for 91% of the total settlement volume of SAIC. The Company developed its buyer's credit in Shanghai area, while actively preparing for carrying out personal consumer credit business. Various guarantee alternatives were tailored and developed to match the financing requirements of the Group Members as well as different projects. Building up cooperative relations with other financial institutions in international settlement business, the Company implemented new products as RMB Forward Exchange Contract, Foreign Currency Structured Deposit, and Export Trade Financing. With advanced financial technology, SAICFC continuously provided its consultancy service in finance and investment for customers. As the lead arranger, SAICFC regrouped SGM's syndicated loan to cut down its financing cost. The Company was contracted as financial advisor for seven large business enterprises. By speeding up on-going construction of electronic financial service, the second phase of upgrading IT software system was finished, which would expand the capacity of remote enquiry service to our customers. The Company further developed Customer Manager System, and advocated door-to-door services. Information service hotline was set up to meet customers' requirements. Strengthening fund management to increase revenue, perfecting regulation system to reinforce internal control, developing incentive mechanism to recruit and foster professional individuals, promoting corporate culture and establishing Culture Unit, the Company is taking on an entirely new look and becoming more prosperous day by day.

SAICFC has achieved good operating results in 2001 and is keeping itself as one of the best amongst finance companies nationwide. As a result of efforts made by all of the employees, the Company obtained sound results with assets totaled RMB 19.2 billion and profit amounted RMB 207 million. It was rated as Class A company by SAIC for three successive years and was honored as Culture Unit by Shanghai Municipal Government. The Company has made great achievements in both material and cultural civilizations.



朱 根 林

上海汽车集团财务有限责任公司 董事 总经理

高级经济师

Mr. Zhu Genlin

Director, General Manager

Senior Economist

2001年，上汽财务公司在集团总公司和中国人民银行的领导下，依照“加强服务、规范运作、着力创新、应对挑战”的经营方针，依靠员工的不懈努力，扎实有效地实施用户满意工程、全面创新工程、全球经营工程和人本管理工程，各项工作达到了预期指标，为上汽集团战略目标的实现发挥了积极作用。



为应对入世后汽车和金融行业面临的双重挑战，公司采取了一系列切实有效措施：在积极实施用户满意工程，全面提升金融服务质量的同时，对外，全力加快合资工作步伐，争取及早建立全国首家合资的汽车金融服务公司；对内，继续抓紧建章立制，强化稽核审计功能，改善信贷资产质量，健全内控管理制度；大力推进人本管理工程，加强员工业务培训，全面实行持证上岗，力争建成集团内和同行间首屈一指的人才资源高地。

2001年公司实现利润2.07亿元，年末资产总额达192亿元，人均创利220万元，是公司创建以来经营业绩最佳的一年。

诚然，财务公司取得的成绩是与上海汽车工业（集团）总公司和中国人民银行的关怀和指导，与集团成员单位的支持与配合，与金融同行和社会各界的关心和帮助是分不开的。

在此，我们谨代表公司全体员工致以诚挚的谢意。

2002年是中国加入WTO后的第一年，中国的汽车和金融市场环境及市场运行规则都将发生重要变化，市场竞争将空前激烈。公司要深入贯彻“满足用户需求，提高创新能力，集成全球资源，崇尚人本管理”的集团理念，牢固确立“金融营销”的思想观念，坚持“及时调整、着力创新、再造优势、促进发展”的经营方针，全面加快金融创新，及时调整业务结构，大力发展“贴身式”服务，不断开发新的利润增长点，构筑新的服务优势，形成核心竞争力，为集团经济新一轮发展不遗余力地发挥金融支撑作用。

董事长

胡友元

总经理

朱银林

Under the leadership of SAIC and PBOC, SAICFC people took all efforts working hard and achieved perspective targets following operational strategy of "service empowerment, operational standardization, innovation oriented, challenge and be challenged" in the year of 2001. The Company effectively implemented the Four Project of "Satisfaction from customer, Advantage through innovation, Internationalization in operation, Concentration on people", and greatly amplified its financial function for SAIC to achieve its strategic target.

To meet challenges from auto sector and financial field after China's entry into WTO, the Company took on a series of effective countermeasures. The Company actively implemented Customer Satisfaction Program to improve levels of financial service. In the meantime, it made great efforts to speed up the process of establishing the first auto financial service joint venture in the market as early as possible. Internally, the Company reinforced its operational standardization and process improvement to strengthen auditing and supervising functions, and perfected internal control mechanism to improve credit assets quality. The Company implemented Concentration on People Program, focused on professional training and brought the post-qualification certificate system into effect in order to be the first class human resources reservoir of SAIC.

Being the best year with all the best operating results in SAICFC's history, the assets totaled RMB 19.2 billion and profit achieved RMB 207 million with average profit of RMB 2.2 million per capita in 2001.

The Company would not achieve

such a good result without the leadership and concern by SAIC and PBOC, the support and cooperation of Group Members, and the care and help of friends in financial field and other areas as well. We would like to extend our sincere gratitude to all of them on behalf of all employees of SAICFC.

Year 2002 is the first year of China's entering into WTO. Following the great changes in both the automotive and financial market and the fierce market competition, the Company is going to carry out in-depth conception of "Satisfaction from customer, Advantage through innovation, Internationalization in operating, Concentration on people", to firmly establish the idea of "financial marketing", to implement operational guideline of "operational reconstruction, innovation strengthening, rebuilding advantages, promoting development", to speed up financial innovation and business structure adjustment, to reinforce "tailored" service, to explore new profit growth point, to construct new service strength, to form core competence, and to spare no efforts providing financial support and contributing more for SAIC's new phase of development.

胡茂元董事长视察工作
Chairman Hu Maoyuan Inspected The Company





莫桂鸿

副总经理

高级经济师

Mr. Mo Guihong

Deputy General Manager,

Senior Economist



陈月明

副总经理

高级经济师

Mr. Chen Yueming

Deputy General Manager,

Senior Economist

胡茂元	董事长	高级经济师
陈忠德	监事长	高级经济师
朱根林	董事 总经理	高级经济师
齐鸿浩	董事	高级会计师
朱克勤	董事	高级经济师
叶永明	董事	经济师
赵凤高	董事	工程师
李 丹	董事	高级会计师
莫桂鸿	副总经理	高级经济师
陈月明	副总经理	高级经济师
忻鼎康	监事	高级经济师
李敖齐	监事	经济师
郑德一	襄理	高级会计师
张晓俊	襄理	经济师

Hu Maoyuan Chairman of the Board of Directors
Senior Economist

Chen Zhongde Chairman of the Supervisory Board
Senior Economist

Zhu Genlin Director and General Manager
Senior Economist

Qi Honghao Director, Senior Accountant

Zhu Keqin Director, Senior Economist

Ye Yongming Director, Economist

Zhao Fenggao Director, Engineer

Li Dan Director, Senior Accountant

Mo Gulhong Deputy General Manager
Senior Economist

Chen Yueming Deputy General Manager
Economist

Xin Dingkang Member of Supervisory Board
Senior Economist

Li Aoqi Member of Supervisory Board
Economist

Zheng Deyi Assistant General Manager
Senior Accountant

Zhang Xiaojun Assistant General Manager
Economist



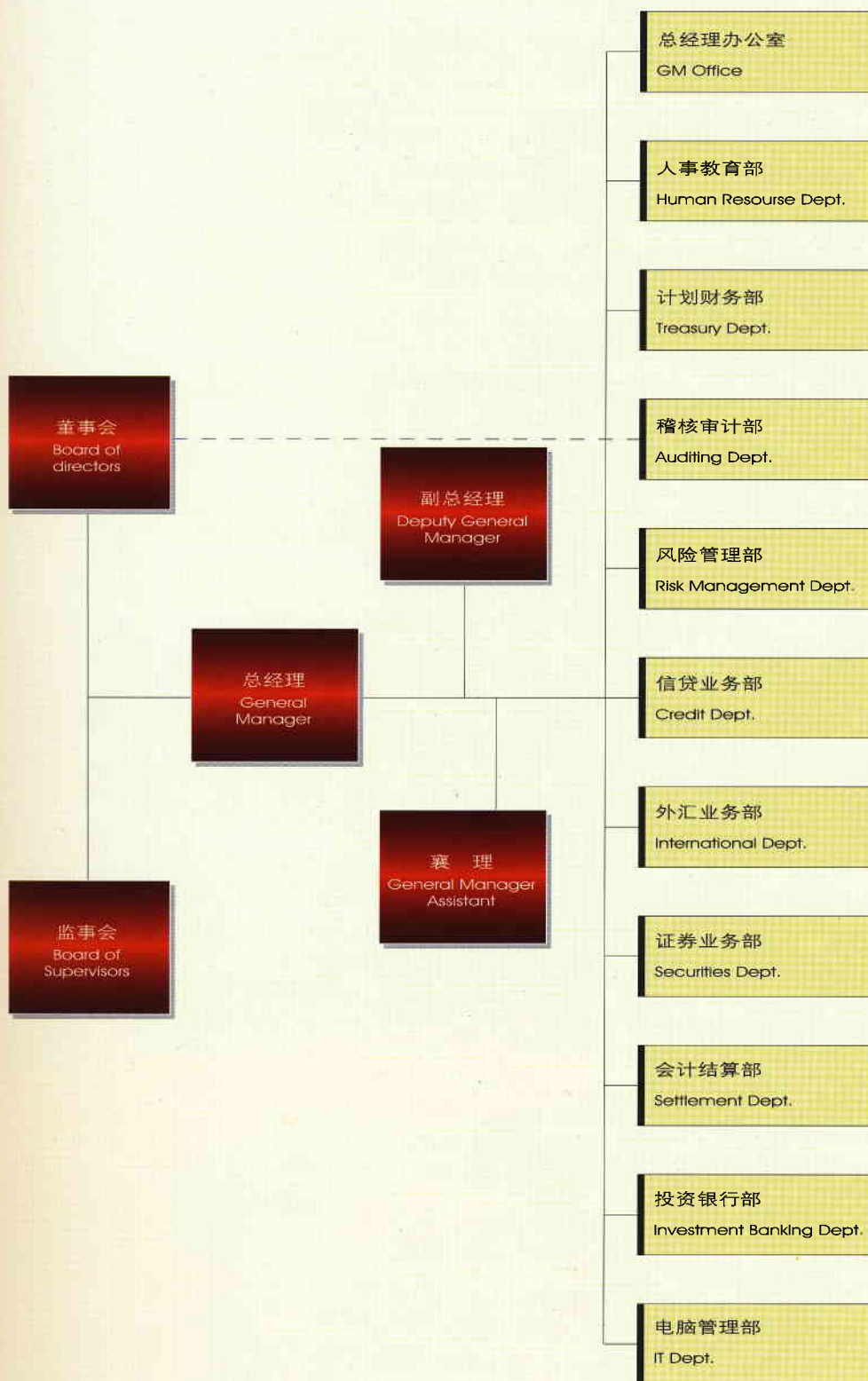
第二届董事会第三次会议

The Third Session of The Second Board Meeting



公司中层以上干部

Top Management and Senior Managers



SAIC CONCEPT:

SATISFACTION FROM CUSTOMER; ADVANTAGE THROUGH INNOVATION;

INTERNATIONALIZATION IN OPERATING; CONCENTRATION ON PEOPLE;

OPERATIONAL GUIDELINE OF 2001:

SERVICE EMPOWERMENT, OPERATIONAL STANDARDIZATION,

INNOVATION ORIENTED, CHALLENGE AND BE CHALLENGED.

OPERATIONAL GUIDELINE OF 2002:

OPERATIONAL RECONSTRUCTION, INNOVATION STRENGTHENING,

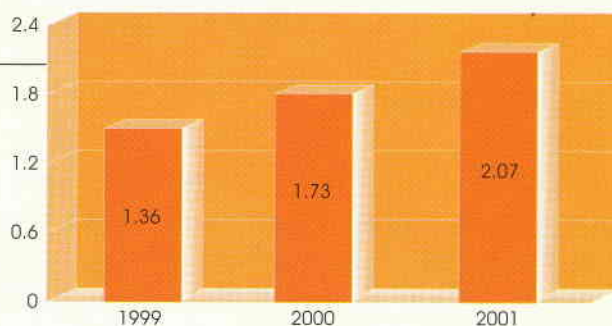
REBUILDING ADVANTAGES, PROMOTING DEVELOPMENT.

SAICFC

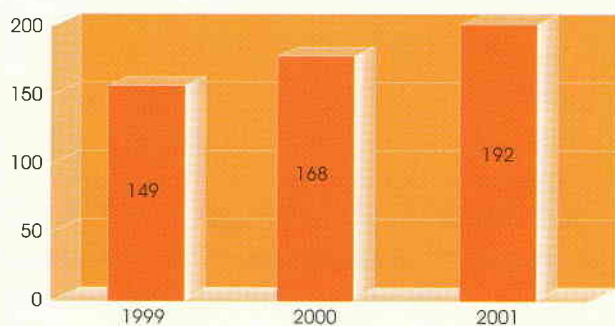


Shanghai Automotive Group Finance Co.,

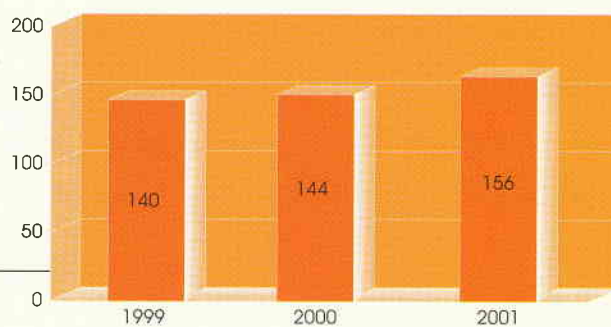
利润总额(亿元)
Total Profits (RMB 100 million)



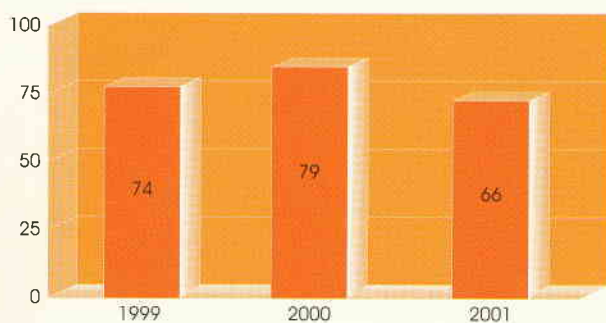
资产总额(亿元)
Total Assets (RMB 100 million)



存款余额(亿元)
Deposit Balance (RMB 100 million)



贷款余额(亿元)
Loan Balance (RMB 100 million)



审计报告

沪众会字(2002)第YA0059号

上海汽车集团财务有限责任公司:

我们接受委托,审计了贵公司2001年12月31日的资产负债表、2001年度的利润及利润分配表和现金流量表。这些会计报表由贵公司负责,我们的责任是对这些会计报表发表审计意见。我们的审计是依据《中国注册会计师独立审计准则》进行的。在审计过程中,我们结合贵公司的具体情况,实施了包括抽查会计记录等我们认为必要的审计程序。

我们认为:上述会计报表符合《企业会计准则》和《金融企业会计制度》的有关规定,在所有重大方面公允地反映了贵公司2001年12月31日的财务状况及2001年度的经营成果和现金流量情况,会计处理方法的选用遵循了一贯性原则。

本报告附送:

- 1、上海汽车集团财务有限责任公司2001年12月31日的资产负债表
- 2、上海汽车集团财务有限责任公司2001年度的利润及利润分配表
- 3、上海汽车集团财务有限责任公司2001年度现金流量表
- 4、上海汽车集团财务有限责任公司2001年度会计报表附注



上海众华沪银会计师事务所有限公司

中国注册会计师

刘文华

刘卫明



中国 上海

2002年1月28日

AUDITORS' REPORT

Huzhongkuaizi(2002)No.0059

Shanghai Automobile Group Financial Co., Ltd.

We were entrusted with the auditing of the Balance Sheet of Shanghai Automobile Group Financial Co., Ltd. as at 31st December 2001 and the Income Statement and the Cash Flow Statement for the year then ended. These financial statements are the responsibility of the company. Our responsibility is to express an audit opinion on these financial statements based on our audit. We conduct our audit in accordance with Independent Auditing Standards. In the course of auditing, based on the actual conditions of your company, we implemented necessary auditing procedures including testing of accounting records, etc.

In our opinion, the company's financial statements have been prepared in accordance with the 'Accounting Standards for enterprise', 'Accounting regulations for financial enterprises', and in all material aspects, present fairly the financial position of the company as at 31st December 2001, and the results of its operations and the cash flows for the year then ended, and the accounting policies have been consistently applied.

Enclosures:

1. Balance Sheet as at 31st December 2001
2. Income Statement for the year ended 31st December 2001
3. Cash Flow statement for the year ended 31st December 2001
4. Notes to the financial statements

SHANGHAI ZHONGHUO HU YIN
CERTIFIED PUBLIC ACCOUNTANTS
CO., LTD.



SHANGHAI, CHINA

Chinese Certified Public Accountant

LIU WEN HUA

LIU WEI MING



28th January 2002



资产负债表

BALANCE SHEET

S A I C I E C

单位: 人民币万元
Unit: RMB in 10 thousand yuan

		1999	2000	2001
资产	ASSETS			
现金及银行存款	CASH AND BANK DEPOSITS	101	648	1211
存放央行及同业款项	DEPOSITS WITH CENTRAL BANK AND			
	FINANCIAL INSTITUTIONS	643703	659916	851848
拆出资金	DUE FROM FINANCIAL INSTITUTIONS	44129	27616	10379
应收帐款	ACCOUNTS RECEIVABLE	17228	19775	13550
买入返售证券	PURCHASE OF BUY-BACK SECURITIES	22420	30000	1800
贷款	LOANS	517632	558523	385449
委托贷款	ENTRUSTED LOANS	223132	228841	277914
减: 贷款呆帐准备	MIUNS RESERVES FOR DOUBTFUL DEBTS	(5176)	(5346)	(3854)
投资	INVESTMENT	20000	149318	374987
无形资产	INTANGIBLE ASSETS	843	818	788
固定资产	FIXED ASSETS	6088	5740	5608
其他资产	OTHER ASSETS	101	22	19
资产合计	TOTAL ASSETS	1490201	1675871	1919699
负债	LIABILITIES			
存款	DEPOSITS	1007926	1196961	1252471
委托存款	ENTRUSTED DEPOSITS	388391	245049	304118
拆入资金	DUE TO FINANCIAL INSTITUTIONS	1759	46175	98000
卖出回购证券款	SALE OF BUY-BACK SECURITIES	0	40000	107304
应付帐款	ACCOUNTS PAYABLE	7668	5436	5268
其他应付款	OTHER ACCOUNTS PAYABLE	254	38	2605
应付利润	PROFIT PAYABLE	0	0	0
其他负债	OTHER LIABILITIES	2657	3265	4199
负债合计	TOTAL LIABILITIES	1408655	1536924	1773965
所有者权益	OWNERIS EQUITY			
实收资本	CAPITAL	60000	100000	100000
资本公积	CAPITAL SURPLUS	2311	15133	15531
盈余公积	RESERVES	10652	13226	16403
未分配利润	RETAINED EARNINGS	8583	10588	13800
所有者权益合计	TOTAL OWNERIS EQUITY	81546	138947	145734
负债和所有者权益合计	TOTAL LIABILITIES AND OWNERIS EQUITY	1490201	1675871	1919699

单位：人民币万元
Unit: RMB in 10 thousand yuan

		1999	2000	2001
营业收入	Income	45200	39537	27000
利息收入	Interest Income	23593	23454	11903
金融企业往来收入	Income From Financial Institutions	19579	14731	12867
手续费收入	Commission Income	1313	1096	1296
租赁收入	Leasing Income			61
其他营业收入	Other Business Revenues	715	256	873
营业支出	Expenses	29492	24222	20991
利息支出	Interest Expenses	26464	20627	19384
金融企业往来支出	Expenses To Financial Institutions	6	97	426
手续费支出	Commission Expenses	25	140	136
营业费用	Operating Expenses	3011	3343	962
其他营业支出	Other Business Expenses	-14	15	83
营业税金及附加	Operating Tax & Surcharges	2168	2372	1982
营业利润	Operating Profit	13540	12943	4027
加：投资收益	Add: Investment Income	68	4363	16674
加：营业外净收入	Add: Net Non-Business Revenues	-8	-1	15
利润总额	Total Profits	13600	17305	20716

现金流量表

CASH FLOW STATEMENT

单位:人民币元
Unit: RMB yuan

项目 Item	行次 Line No.	金额 Amount
一、经营活动产生的现金流量 I.Cash flows incurred in business activities		
利息收入 Interest received	1	241,957,900.51
手续费收入 Service charges received	2	12,959,890.87
活期存款的吸收与支付净额 Net amount of taking and payment of demand deposit	3	863,662,259.10
吸收的定期存款 Time deposits taken	4	7,929,000,000.00
收回的中长期贷款 Medium and long term loan recovered	5	28,813,557.60
同业存款及存放同业款项的存取净额 Net amount of inter-bank deposit	6	-2,030,000,000.00
联行往来净额 Net amount of deposit in bank outside Shanghai	7	
向中央银行借款 Loan from People's Bank of China	8	
与其他金融企业拆借的资金净额 Net amount of inter-bank loan	9	880,000,000.00
委托贷款净现金流入 Net cash inflow of entrusted deposit and loan	10	99,962,067.64
收回的已于前期核销的贷款 Recovery of the previously written-off loans	11	
融资租赁收到的现金 Cash received in financial leasing	12	613,030.96
收到的其他与经营活动有关的现金 Other cash related to business activities received	15	785,815,114.20
现金流入小计 Subtotal of cash inflows	16	8,812,783,820.88
利息支出 Interest paid	17	191,184,529.53
手续费支出 Service charges paid	18	1,355,589.43
短期贷款的发放与回收 Short term loans advanced and recovered	19	-1,835,489,415.20
对外发放的中长期贷款 Medium and long term loans advanced	20	-28,813,557.60
贴现净额 Net amount of discounting	21	102,848,416.68
进出口押汇净额 Net amount of lending for import and export with trade documents as collateral	22	
支付的定期存款本金 Principal of time deposit paid	23	8,304,000,000.00
存放中央银行法定款项净额 Net amount of legal reserves with People's Bank of China	24	147,706,707.43
偿还中央银行借款 Loan repayment to People's Bank of China	25	
支付给职工及为职工支付的现金 Cash paid to and for employees	26	8,038,258.99
支付营业税款 Business tax paid	27	17,469,425.41
支付的所得税款 Income tax paid	28	58,929,614.20
支付的除营业税、所得税以外的其他税费 Other taxes paid	29	2,807,828.88
支付的其他与经营活动有关的现金 Other cash related to business activities paid	32	6,785,587.53
现金流出小计 Subtotal of cash outflows	33	6,976,822,985.28
经营活动产生的现金流量净额 Net amount of cash flows incurred in business activities	34	1,835,960,835.60
二、投资活动产生的现金流量 II.Cash flows incurred in investment activities		
收回投资所收到的现金 Cash received as withdrawal of investment	35	1,058,929,627.21
分得股利或利润所收到的现金 Cash received as distributed dividend and profit	36	
取得债券利息收入所收到的现金 Cash received as bond interest	37	65,654,000.00
处置固定资产、无形资产和其他长期资产所收到的现金 Cash received from disposals of fixed, intangible and other long term assets	38	579,858.00
收到其他与投资活动有关的现金 Other cash related to investment activities received	41	57,400,000.00
现金流入小计 Subtotal of cash inflows	42	1,182,563,485.21
购建固定资产、无形资产和其他长期资产所支付的现金 Cash paid for purchase and construction of fixed assets, intangible assets and other long term assets	43	
权益性投资所支付的现金 Cash paid for equity-based investment	44	26,664,951.98
债权性投资所支付的现金 Cash paid for debt-based investment	45	3,029,227,037.09
支付的其他与投资活动有关的现金 Other cash related to investment activities paid	48	
现金流出小计 Subtotal of cash outflows	49	3,055,891,989.07
投资活动产生的现金流量净额 Net amount of cash flows incurred in investment activities	50	-1,873,328,503.86
三、筹资活动产生的现金流量 III.Cash flows incurred in financing activities		
吸收权益性投资所收到的现金 Cash received in equity investment	51	
发行债券所收到的现金 Cash received in issuing bond	52	
收到的其他与筹资活动有关的现金 Other cash related to financing activities received	55	
现金流入小计 Subtotal of cash inflows	56	
偿还债务所支付的现金 Cash paid for debt repayment	57	
发生筹资费用所支付的现金		

现金流量表

CASH FLOW STATEMENT

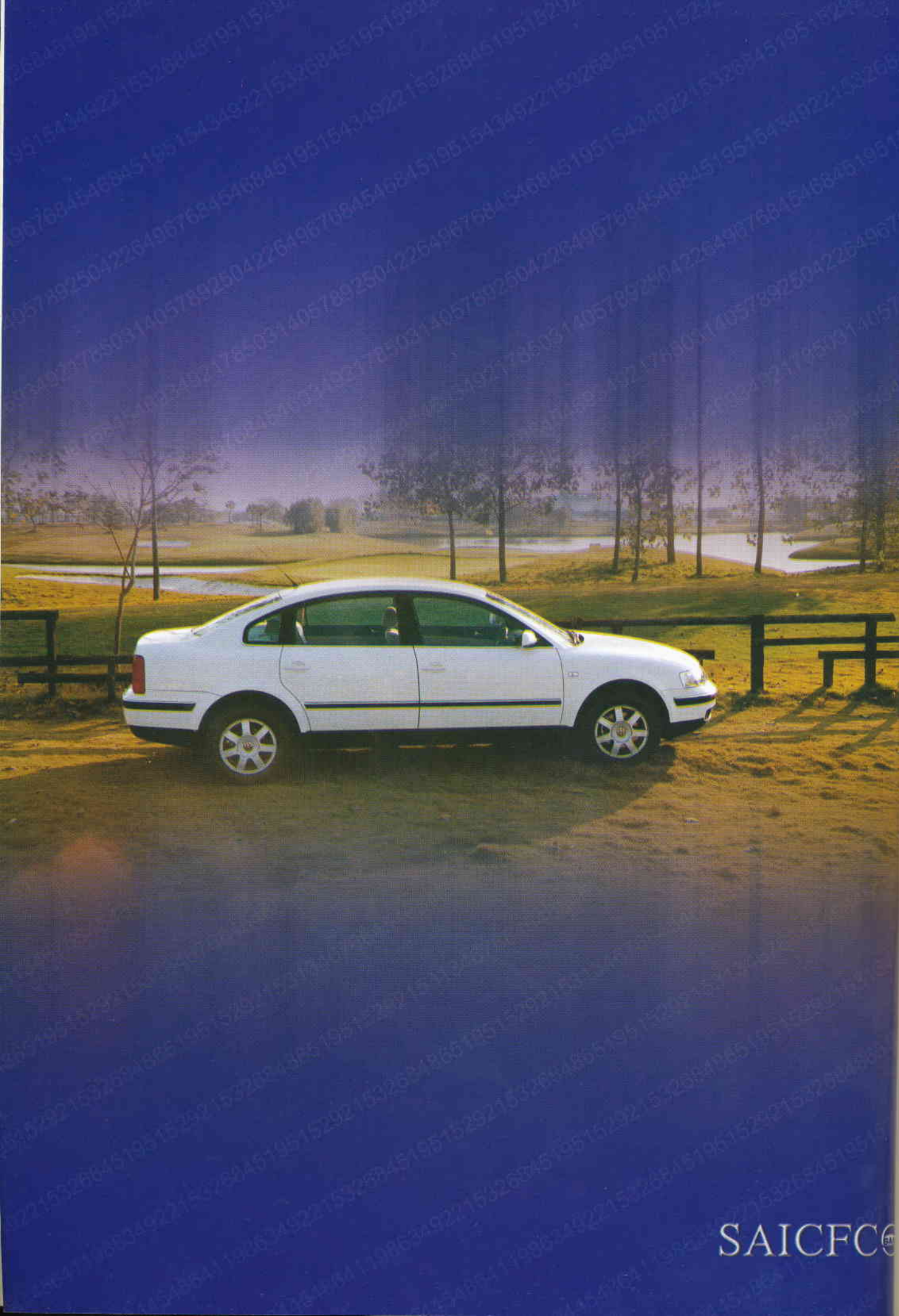
Cash paid for expenses incurred in financing activities	58	
分配股利或利润所支付的现金 Cash paid for dividend or profit distribution	59	74,113,685.16
偿还利息所支付的现金 Cash paid for interest payment	60	
支付的其他与筹资活动有关的现金 Other cash related to financing activities paid	63	
现金流出小计 Subtotal of cash outflows	64	74,113,685.16
筹资活动产生的现金流量净额		
Net amount of cash flows incurred in financing activities	65	-74,113,685.16
四、汇率变动对现金的影响额		
IV.Amount incurred by effect of change of exchange rate on cash	66	
五、现金及现金等价物净增加额		
V.Net amount of increase in cash and cash equivalent	67	-111,481,353.42
补充资料 Supplementary materials	行次 Line No.	
1.不涉及现金收支的投资和筹资活动		
1.Investment and financing activities not involving cash receipt and payment		
以固定资产进行投资 Investment with fixed assets	68	
以债权转股权 Debt-to-equity swap	69	
接受非现金捐赠 Receipt of non-cash donation	70	
2.将净利润调节为经营活动的现金流量 2.Net profit adjusted as cash flow in business activities		
净利润 Net profit	73	130,682,321.50
加:计提的呆(坏)账准备或转销的呆(坏)账		
Add:reserve for doubtful(bad)debt or the amount offset	74	-16,585,047.72
固定资产折旧 Depreciation of fixed assets	75	3,429,319.97
递延资产摊销 Amortization of deferred assets	76	
无形资产摊销 Amortization of intangible assets	77	305,818.28
待摊费用的减少(减:增加)		
Decrease in expenses for amortization (Subtract:increase)	78	
预提费用的增加(减:减少)		
Increase in pre-withdrawn expenses (Subtract:decrease)	79	
处置固定资产、无形资产和其他长期资产的损失(减:收益)		
Loss in disposal of fixed,intangible and other long term assets	80	
固定资产报废损失 Loss in abandonment of fixed assets	81	119,312.95
筹资利息 Financing interest	82	
投资损失(减:收益) Investment loss(Subtract:income)	83	-166,739,937.68
递延税款贷项(减:借项) Credit of deferred tax(Subtract:debit)	84	
贷款的减少(减:增加) Decrease in loan(Subtract:increase)	85	1,864,302,972.80
存款的增加(减:减少) Increase in deposit(Subtract:decrease)	86	588,624,326.74
存款准备金的减少(减:增加) Decrease in deposit reserve(Subtract:increase)	87	-147,706,707.43
贴现的减少(减:增加) Decrease in discounting(Subtract:increase)	88	-102,848,416.68
进出口押汇的减少(减:增加) Decrease in lending for import		
and export with trade documents as collateral(Subtract:increase)	89	
拆借款项的净增(减:净减)		
Net increase in inter-bank loan(Subtract:net decrease)	90	880,000,000.00
经营性应收项目的减少(减:增加)		
Decrease in business receivables(Subtract:increase)	91	15,455,054.84
经营性应付项目的增加(减:减少)		
Increase in business payables(Subtract:decrease)	92	11,329,862.89
其他 Others	93	-1,224,408,044.86
经营活动产生的现金流量净额 Net amout of cash flow incurred in business activities	94	1,835,960,835.60
3.现金及现金等价物净增加情况: 3.Net increase in cash and cash equivalent		
现金的期末余额 Balance of cash at end of period	95	4,562,290,907.24
减:现金的期初余额 Subtract:Balance of cash at beginning of period	96	4,673,772,260.66
加:现金等价物的期末余额 Add:Balance of cash equivalent at end of period	97	
减:现金等价物的期初余额		
Subtract:Balance of cash equivalent at beginning of period	98	
现金及现金等价物净增加额 Net increase in cash and cash equivalent	99	-111,481,353.42

说明: 1) 本表现金定义为现金、银行存款、存放同业活期;

2) 间接法中的其他包含存放同业活期转为定期的现金流出2,030,000,000.00元, 卖出回购证券的现金流入673,036,402.09元, 减少买入返售证券的现金流入282,000,000.00元。

Note: 1) Cash in this statement is defined as cash, bank deposit, and demand deposit with banks.

2) Under indirect method, cash flows under the item of "others" include those outflows transferred from time deposit to demand deposit in inter-bank deposit account with an amount of 2,030,000,000.00 yuan,inflows of 673,036,402.09 yuan for sale of buy-back securities, and inflows of 282,000,000.00 yuan for the decrease in purchasing of buy-back securities.



SAICFC6



After establishing the cooperation with ICBC in implementing the electronic real-time transfer network, the Company has improved its settlement service platform and gradually expanded its service network from 13 sales outlets at the beginning of the year to 18 ones throughout the whole country, which also accelerated sales revenue turnover of SAIC. Daily settlement volume increased from RMB 1.3 billion at the beginning of the year to nearly RMB 1.5 billion, which accounted for 91% of the total inter-city settlement volume. The Company actively provided information service on bills-related financial laws and regulations for customers. Close attention was paid to the safety of customers' fund operation. Appropriate proposals were provided for customers' funding arrangement. With the help of the service outlets, various difficult problems emerged in the process of customers' settlement business were successfully solved. Door-to-door service network in the city was further expanded to the convenience of customers. Currently, there are 43 Group Members enjoying this kind of service.

继去年与工商银行合作,初步建立了电子实时汇兑资金结算新网络后,2001年在完善该结算方式的基础上,逐步扩大实施范围,目前资金结算网络已从年初13个延伸至全国18个上汽大众销售服务中心,进一步加速了上汽大众销售公司资金安全及时地回笼。日均资金结算量,从年初13亿元增加到近15亿元,占其异地资金总结算量的91%。公司积极主动为客户提供与票据业务相关的金融法律法规咨询,关注企业资金的安全运行,为企业适时安排头寸提供建议,帮助企业解决在办理结算业务中所遇到的各种疑难杂症。同时,为方便客户,进一步扩大同城上门收单服务的范围,目前,享受此项服务的集团企业已增至43家。



2001年,公司进一步拓展上海地区买方信贷业务,为申沃客车和上海大众车辆促销提供了7500万元和3.85亿元的买方信贷和贴现,积极支持了集团产品的销售。因地制宜设计外汇质押贷款、备用信用证质押贷款及中外方股东联合担保等一系列新担保方案,满足集团各类企业不同贷款需求;精心设计高效率、低成本 MQ200 项目融资方案,以其客户满意度较高的优势,在中外十几家金融机构竞标中中标,作为唯一一家中资金融机构,与德商银行各承担中长期贷款和短期贷款5.376亿元的50%份额,积极支持了集团大型项目的上马。同时,继续完善和扩大客户经理队伍,开通由专人负责、中英文双语服务的金融咨询服务专线,为集团企业提供更为优质的金融服务。



Buyer's Credit business was further expanded in Shanghai area in 2001. The Company provided RMB 75 million of buyer's credit and RMB 385 million of discounting for Sunwin and SVW, which contributed greatly to their sales promotion. RMB loans with foreign exchange as collateral or standby L/C as guarantee were tailored to meet customers' fund requirement. New channels of loan guarantee such as joint guarantee by local and foreign partners were adopted as well. As the only local financial institution, the Company won the bid in MQ200 financing project with the elaborately designed financing proposal at low cost and with high efficiency, undertaking 50% of RMB 537.6 million long-term and short-term financing with the other half undertaken by Commerz Bank, which substantially supported SAIC's major projects. The Company was improving Customer Manager system by setting up special service hotline providing bilingual financial information services with the aim of creating better financial services for Group Members.



针对集团合资企业数量较多及外汇汇率风险较大的情况，公司努力克服各种困难和障碍，与中国银行上海分行签定远期结售汇业务合作协议，在政策许可的前提下，成功开辟了为集团企业提供规避汇率风险的新途径。同时，鉴于入世后集团出口业务的发展将成为必然趋势，公司积极争取与国家进出口银行合作，联手向集团企业推出出口贸易融资业务。此外，还制定了信用证业务一揽子授信额度，极大简化了原本相当繁复的开办信用证业务担保程序，为企业国际结算业务提供了便利；并主动为进出口公司、联合电子等企业解决外汇核销、超额预付款及出国购汇中遇到的难题。2001年，公司外汇实现利润146.3万美元。

Considering the large number of joint ventures in SAIC group and the high risks in foreign exchange, the Company managed to overcome tremendous obstacles and developed new channels for customers to cover the said risks within the policy limitation by signing cooperation agreement with Bank of China, Shanghai Branch regarding RMB forward exchange business. Following the increasing demands of export business

after China's entering into WTO, the Company cooperated with China Exim Bank to promote trade finance.

To provide more conveniences for customers in the procedure of Letter of Credit guarantee, the Company signed ballot credit line agreement with customers, which greatly simplified the complicated procedures.

Moreover, the Company helped customers as UAES and SACO (SAIC Import & Export Company) to solve foreign exchange payment write-off difficulties successfully as well as other deadlocks existing in the business of excess down payment and RMB exchange for going abroad. As a result, the company's foreign exchange business achieved profit of \$1.46 million in 2001.



2001年,公司投资银行业务从以往零星的、单一的财务顾问服务转向了常年的、综合的财务顾问服务,已与股份公司、客车公司、销售公司、汽车城、离合器公司及进出口公司等七家单位签署了常年财务顾问协议。一年来,积极为企业提供包括事前咨询、事中参与、事后分析在内的一揽子投资银行服务,主要有:牵头重组上海通用1.6亿美元、4.4亿美元等值人民币的贷款银团,再降企业融资成本;受托股份公司修订《会计工作指导书》;为客车公司作应收帐款财务分析报告;参与离合器公司内部会计控制规范的修订;受托销售公司进行法人股、长期股权投资和应收帐款的清理;参与拖内公司对斯泰克公司农业机械公司的改制工作;完成进出口公司资产出售项目招商计划书,等等。

The investment banking business of the Company has transferred from fragmentary simple financial advisor service to perennial comprehensive finance consultancy service, and has signed perennial financial consultant agreements with seven entities including Shanghai Automotive Company, Shanghai Bus Company, SAIC Sales Company, Shanghai Autocity, Shanghai Automotive Clutch Company and SAC in 2001. Throughout the whole year, the com-



pany has actively provided a package of investment banking services including beforehand inquiry, process participation and post-analysis for the enterprises. Up till now, the company has successfully finished the following major projects: arranged US\$ 160 million and US\$ 440 million equivalent of RMB syndicated loan as lead arranger for

SGM, amended 《Accounting Operation Guideline》 for Shanghai Automotive Company, wrote special report about account receivables analysis for Shanghai Bus Company, participated in the revision of Internal Accounting Control Standards for Shanghai Automotive Clutch Company, accepted the authority to liquidate corporation stocks, long-term equity investment and account receivables for SAIC Sales Company, took part in the restructure of STEC Agricultural Machinery Company, completed Assets Sales Plan for SACO etc.





In order to strengthen financial risk management and to further carry Financial Safety Establishment forward, the Company gave impetus on establishing regulation system to improve business operating procedures and regulating forces. More than ten items of regulations and rules were promulgated to nip risks in the bud. Auditing function was reinforced to standardize business procedures. The Company carried on specific audit of interest settlement, assets and materials, expenses refund etc. Emphasis was put on audit of credit

filling, after-loan management, collateral management, genuineness, integrity and conformity of accounting vouchers, and foreign exchange guarantee business. With comprehensive use of economic, administrative and legal approaches to preserve creditworthiness, the Company recalled over-due loans of RMB 140 million. The Company was highly praised by PBOC in its Site Inspection for the strength on internal management mechanism construction.

为加强金融风险控制,推进金融安全区建设,公司加快建章立制步伐,进一步完善各项规章制度和业务操作流程,2001年制订和修订了10多项规章制度,以期从制度源头上堵住风险隐患。同时,强化稽核功能,对利息结算、财产物资、费用报销等内容开展专项审计,着重对信贷档案的健全和完善、贷后管理、质押物管理、会计结算凭证的真实性、完整性、合规性及外汇专项担保业务进行了审计,以进一步规范各项业务的操作流程。公司综合运用经济、行政和法律手段维护金融债权,全年共收回逾期贷款1.4亿元。由于加强了内控管理制度建设,在人民银行组织的现场检查中,公司获得了较高评价。





2001年,公司在建立ADSL上网系统,完成新购AS400小型机安装调试和第二期软件系统改造的同时,着手开设基于Internet的远程数据查询网站,以扩大远程信息查询范围,向更多企业开放远程登陆查询历史帐户余额、历史凭证、历史利息数据等功能。原来独立的拨号线路也已改造为遇忙自动切换的工作模式,使客户避免多次拨号试探的麻烦。

此外,还按照集团的部署和要求,为法雷奥、申雅、开发公司等三家企业开展办公自动化培训,帮助拖内、吉翔、申雅、法雷奥、实业交通、开发公司等六家企业进行系统安装测试,受到了企业的欢迎和好评。



With ADSL online system established and AS400 server installed and commissioned, the Company finished the software system innovation for the second phase. Meanwhile, remote data inquiry website based on internet was setting up to enlarge remote information inquiry spectrum for more customers to be allowed to inquire on line account balance, history voucher and interest data. Single dialing line has been changed into automatic switch mode for the convenience of customer's connection with the Company's system.

Moreover, as required and laid out by SAIC, the Company provided OA training for Shanghai Valeo, ShenYa, and SAIC Development Company. It also helped customers like Shanghai Tractor and Combustion Engine Company, JIXiang, ShenYa, Valeo, Shanghai Industrial Communications Company, SAIC Development Company to carry forward system installation and test, which was greatly welcomed by customers.



2001年,公司扎实有效地开展人本管理工程,推进人才高地建设:举办金融业务和法律知识全员培训;有针对性地开办《银行客户开发和管理》客户经理专业培训班;聘请外籍教师为业务骨干举办高质量的外语培训;积极组织各类人员的岗位培训班;鼓励职工参加业余学习,提高自身业务水平。今年,凡专业技术岗位现已条件成熟的均实行了持证上岗制度,持证上岗率达86%;重要的专业技术岗位几乎全部实行持证上岗。在此基础上,公司进一步



步加大工资结构性调整力度,设立专业技术职称和学历、学位津贴,完善人才激励机制,对作出突出贡献的员工给予特殊奖励,以鞭策在任干部恪尽职守,激励优秀中青年员工脱颖而出。

In 2001, for the purpose of solidly and effectively developing talent management project and propelling the construction of talent highland, the company held professional training of finance and laws; arranged special training aimed at customer managers about "Bank Customer exploitation and management"; employed foreign instructor to provide high-quality foreign language training for business backbones; organized position training; encouraged staff to take part in spare time study to enhance professional level. This year, all the professional skill position with mature condition has realized license-holding system, and the license-holding percentage has reached 86%; major professional skill positions have mostly carried out license-holding system. Upon this base, the company further increased the strength of salary structural adjustment, established subsidy for professional skill positions and allowances for employees with required academic levels to perfect talent inspiration mechanism, gave special rewards for staff that make outstanding contribution to the company, urged cadres to work hard and inspired excellent middle-aged and young staff to stand out.



公司成立以来首次被评为上海市文明单位。2001年,建设文明单位活动深入而持续地开展。公司利用午休时间进一步推广群众喜闻乐见的“文化午茶”系列活动,受到了员工的普遍欢迎。公司继续举办职工子女夏令营及团员青年联谊活动,并组织员工参加上汽集团第七届职工艺术作品展,书法“北国风光”荣获三等奖。公司向灾区和贫困地区送温暖、献爱心,向井冈山畔田希望小学捐赠电脑等教育设备,组织员工为云南等贫困地区捐赠衣物,并积极开展“一日捐”活动,帮助有特殊困难的职工家庭。





表彰公司突出貢獻者
Employees With Outstanding Achievements Awarded

The Company was honored to be Culture Unit of Shanghai for the first time since its establishment. The year 2001 witnessed continued and in-depth development of Culture Unit construction activities. Tea Break Entertainment was further carried out taking advantage of the lunch break, which was overwhelmingly favored by all employees. The Company held summer camp for employees' children and organized youth get-together from time to time. Employees were encouraged to participate in the seventh SAIC Staff Art Exhibition. The calligraphy of "Northern Landscape" won the third prize. The Company and the employees contributed warm heart to the disaster and poor areas. Education facilities such as computers were donated to JinGangShan Hope School and garment items were sent to Yunnan poor areas. One-day-salary Donation was promoted to help employees with special difficulties.



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